

IBM

A DoD-wide Blanket Purchase Agreement (BPA)¹ was established with IBM under the Enterprise Software Initiative for the purchase of COTS Systems Integration services. The attached document provides a general outline of IBM's BPA contract Attachment A – Tasks & Deliverable pricing² for transformation management services and deliverables for ordering period 2005. Please refer to IBM's contract Attachment A – Tasks & Deliverables pricing on the ESI website³ for specific details regarding the latest information on its services, deliverables pricing information and variables that impact pricing.

IBM tailors its Ascendant Methodology for Oracle, PeopleSoft and SAP implementations. IBM identifies some transformation management elements in its ERP methodology but not all are included in the ESI BPA. However, transformation management services are available by separate task order so it is important to note which transformation management services are needed during the contracting process.

Please note that IBM does not break out prices for individual services and deliverables but provides an overall price for each phase and vendor. IBM provides baseline prices for small, medium and large ERP implementation based on specific criteria. Variable prices based on number of reports, interfaces, conversions, extensions, workflows, users, business locations and program. The tables below outline baseline prices for IBM's ERP implementation by phase and vendor for small, medium and large implementations.

Oracle Implementation: The table below (See Table 1) outlines IBM's change management and organizational design services in its Oracle Ascendant Methodology but not all services are included in this BPA per Attachment A – Tasks & Deliverable pricing.⁴ The services are available by separate task order so it is important to note which transformation management services are needed to support an ERP or CBPI program during the contracting process. A total price is provided by phase because tasks and deliverables are not broken out individually in IBM's pricing tables.

Table 1 - IBM Oracle Pricing Table

Oracle Task Table				
PROJECT PHASES				
Oracle Implementation*	Analyze	Design/Build	Integrate	Implement
Small – See Attachment A for implementation criteria	\$405,903	\$1,338,372	\$781,740	\$328,716
Medium – See Attachment A for implementation criteria	\$1,281,423	\$4,394,275	\$2,461,255	\$520,538
Large – See Attachment A for implementation criteria	\$3,111,922	\$10,198,620	\$5,396,890	\$1,511,251
*Price includes communication and learning tasks and other tasks for each phase				

PeopleSoft Implementation: The table below (See Table 2) outlines IBM's change management and organizational design services in its PeopleSoft Ascendant Methodology but not all services are included in this BPA per Attachment A – Tasks & Deliverable pricing.⁵ The services are available by separate task order so it is important

to note which transformation management services are needed to support an ERP or CBPI program during the contracting process. A total price is provided by phase because tasks and deliverables are not broken out individually in IBM's pricing tables.

Table 2 - IBM PeopleSoft Pricing Table

PeopleSoft Task Table					
PROJECT PHASES					
PeopleSoft Implementation*	Plan	Assess	Design	Build	Implement
Small – See Attachment A for implementation criteria	\$190,654	\$464,940	\$672,210	\$1,340,424	\$1,073,250
Medium – See Attachment A for implementation criteria	\$468,288	\$919,350	\$1,748,196	\$2,184,246	\$1,682,892
Large – See Attachment A for implementation criteria	\$823,536	\$1,827,450	\$2,730,978	\$2,874,114	\$1,935,738
*Price includes change management and training tasks					

SAP Implementation: The table below (insert reference) outlines IBM's change management and organizational design services in its SAP Ascendant Methodology but not all services are included in this BPA per Attachment A – Tasks & Deliverable pricing.⁶ The services are available by separate task order so it is important to note which transformation management services are needed to support an ERP or CBPI program during the contracting process. A total price is provided by phase because tasks and deliverables are not broken out individually in IBM's pricing tables.

Table 3 - IBM SAP Pricing Table

SAP Task Table					
PROJECT PHASES					
SAP Implementation	Project Preparation	Blueprint	Realization	Final Preparation	Go Live & Support
Small – See Attachment A for implementation criteria	\$197,050	\$743,875	\$3,120,826	\$923,011	\$425,002
Medium – See Attachment A for implementation criteria	\$245,002	\$2,480,688	\$6,941,030	\$1,249,971	\$557,338
Large – See Attachment A for implementation criteria	\$978,278	\$6,162,566	\$13,152,355	\$2,588,506	\$816,595
*Price includes change management communication and training tasks					

References

¹ Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

² Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/ibm/ibm.shtml

³ Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

⁴ Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/ibm/ibm.shtml

⁵ Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/ibm/ibm.shtml

⁶ Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/ibm/ibm.shtml